

Buyout Primary & Co-Invest Associate, Q4 2024

50 South Capital (www.50southcapital.com) is the private equity investment group within Northern Trust. 50 South Capital's private equity group makes primary, secondary, and direct co-investments in buyout and venture capital funds and companies in the U.S., Europe and Asia. 50 South Capital oversees over \$14.5 billion in assets and is experiencing rapid growth.

The 50 South Capital Buyout Primary & Co-Invest Associate will work directly with senior investment professionals and broader 50 South Capital private equity investment team members to source, evaluate, underwrite, execute, and monitor buyout primary fund commitments and direct equity co-investments. We are seeking a team-oriented, hardworking professional with an interest in a career in private equity. The selected candidate will exhibit strong investment analytics as well as strong interpersonal skills. We are seeking candidates with excellent academic achievements, 2-4 years of relevant industry experience, and advanced skills in financial modeling, investment analytics, business writing, and presenting.

The key responsibilities of the role include:

- Reviewing new investment opportunities and assisting in all aspects of the due diligence process for primary fund investments and direct equity co-investments.
- Assisting in the creation of valuation models and comparable valuation sets. Engaging in and developing proficiency in all quantitative aspects of the co-investment underwriting processes.
- Communicating thoughts and opinions on firms and companies in a succinct, effective way, including identifying the key strengths and risks for each opportunity, and determining how certain information will be presented.
- Participating in the preparation of diligence materials as well as assisting with the creation of Investment Committee Memorandums.
- Staying current with the general overall performance of our investments, participating in the creation and presentation of materials for quarterly portfolio reviews.
- Working directly with senior buyout practice leads to develop, maintain, and proactively cover a targeted list of active and prospective fund managers via pipeline management, primary research, and profile building.
- Demonstrating accountability, initiative, trustworthiness, teamwork, positive "no task is too big or small" attitude, and thoughtful judgment.
- Maintaining an ongoing dialogue and relationship with targeted buyout firms including attendance in update calls, in-person meetings, and annual meetings. The position requires travel.
- Representing 50 South Capital in an exemplary fashion to external industry participants in order to develop the Firm's brand reputation in the market.
- Routinely engaging with new members of the team, namely incoming Summer Interns, Analysts, and other Associates by training, communicating, and being a helpful resource.

The successful candidate will benefit from having:

- 2-4 years of experience within private equity, investment banking, transaction advisory services, leveraged finance, consulting, public accounting or corporate finance.
- Bachelor's degree, with a major in business, finance, accounting, or economics preferred.
- High attention to detail and strong work ethic.
- Excellent interpersonal skills, ability to work within a collegial, team environment.
- Strong communication skills, both written and oral.
- Highly-developed analytical ability, curiosity.
- Ability to prioritize workload and to work on a number of projects concurrently.
- Strong business and interpersonal judgment skills with ability to assess both the qualitative and quantitative aspects of an investment.
- Understanding of how financial markets work, particularly private equity.
- Knowledge of basic financial analysis and the valuation of private companies.
- Highly proficient in Word, Excel and PowerPoint.

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